## I. VACANCY LIST

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Recruitment Sources (&quot;RS&quot;) Used to Fill Vacancy</th>
<th>RS Referring Hiree</th>
</tr>
</thead>
<tbody>
<tr>
<td>Account Executive</td>
<td>2-9, 11-16, 20-26, 28-30, 32, 34-37, 39-50</td>
<td>50</td>
</tr>
<tr>
<td>Account Executive</td>
<td>2-9, 11-16, 20-26, 28-30, 32, 34-37, 39-50</td>
<td>48</td>
</tr>
<tr>
<td>Account Executive</td>
<td>2-9, 11-16, 20-26, 28-30, 32, 34-37, 39-50</td>
<td>26</td>
</tr>
<tr>
<td>Account Executive</td>
<td>2-9, 11-16, 20-26, 28-30, 32, 34-37, 39-50</td>
<td>46</td>
</tr>
<tr>
<td>Account Executive</td>
<td>2-9, 11-16, 20-26, 28-30, 32, 34-37, 39-50</td>
<td>50</td>
</tr>
<tr>
<td>Receptionist</td>
<td>3, 5-7, 9-16, 18, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
<tr>
<td>Sales Assistant</td>
<td>3, 5-7, 9-15, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
<tr>
<td>Sales Manager</td>
<td>3, 5-6, 9-15, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-26, 28, 37, 39-40, 42-50</td>
<td>26</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-26, 28, 37, 39-40, 42-50</td>
<td>50</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-26, 28, 37, 39-40, 42-50</td>
<td>50</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-26, 28, 37, 39-40, 42-50</td>
<td>50</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-26, 28, 37, 39-40, 42-50</td>
<td>50</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-26, 28, 37, 39-40, 42-50</td>
<td>50</td>
</tr>
<tr>
<td>CO-HOST FOR THE NATIONALLY SYNDICATED KANE SHOW</td>
<td>1, 3, 5-6, 9-15, 17, 19, 21-22, 24-25, 28, 31, 33, 37-40, 42-45, 47, 49</td>
<td>19</td>
</tr>
<tr>
<td>Regional VP of Integrated Partnerships</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
<tr>
<td>Associate Account Executive</td>
<td>3, 5-6, 9-17, 19, 21-22, 24-25, 28, 37, 39-40, 42-45, 47-50</td>
<td>50</td>
</tr>
<tr>
<td>Associate Account Executive</td>
<td>3, 5-6, 9-17, 19, 21-22, 24-25, 28, 37, 39-40, 42-45, 47-50</td>
<td>15</td>
</tr>
<tr>
<td>Associate Account Executive</td>
<td>3, 5-6, 9-17, 19, 21-22, 24-25, 28, 37, 39-40, 42-45, 47-50</td>
<td>50</td>
</tr>
<tr>
<td>Content Coordinator / Proposal Writer</td>
<td>3, 5-6, 9-17, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49</td>
<td>16</td>
</tr>
</tbody>
</table>
## I. VACANCY LIST

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Recruitment Sources (&quot;RS&quot;) Used to Fill Vacancy</th>
<th>RS Referring Hiree</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graphic Designer - Sales Support</td>
<td>3, 5-6, 9-17, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49</td>
<td>16</td>
</tr>
<tr>
<td>Production Coordinator</td>
<td>3, 5-6, 9, 11-15, 17, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
<tr>
<td>Regional Director Automotive Sales</td>
<td>3, 5-6, 9-15, 17, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
<tr>
<td>Digital Content Coordinator Washington DC Region</td>
<td>3, 5-6, 9-15, 17, 19, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49</td>
<td>19</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-10, 12-17, 19, 21-26, 28, 37, 39-40, 42-49</td>
<td>19</td>
</tr>
<tr>
<td>Account Executive</td>
<td>3, 5-6, 9-10, 12-17, 19, 21-26, 28, 37, 39-40, 42-49</td>
<td>16</td>
</tr>
<tr>
<td>Director of Event Sales</td>
<td>3, 5-6, 9, 13-15, 17, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
<tr>
<td>Integrated Marketing Automotive Specialist</td>
<td>3, 5-6, 9, 11, 13-17, 19, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49</td>
<td>19</td>
</tr>
<tr>
<td>Regional Senior VP Programming</td>
<td>3, 5-6, 9, 13-15, 17, 21-22, 24-25, 28, 37, 39-40, 42-45, 47, 49-50</td>
<td>50</td>
</tr>
</tbody>
</table>
## II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

<table>
<thead>
<tr>
<th>RS Number</th>
<th>RS Information</th>
<th>Source Entitled to Vacancy Notification? (Yes/No)</th>
<th>No. of Interviewees Referred by RS Over Reporting Period</th>
</tr>
</thead>
</table>
| 1         | All Access  
24955 Pacific Coast Highway, C303  
Malibu, California 90265  
n/a n/a  
Manual Posting | N | 0 |
| 2         | American University  
4400 Mass Ave NW  
Washington, District of Columbia 20016  
Email: jolmste@american.edu  
Jill Olmstead | N | 0 |
| 3         | Baltimore Vet Center  
1777 Reisterstown Road Suite 199  
Baltimore, Maryland 21208  
Phone: 410-764-9400  
Url: http://www.2.va.gov  
Fax: 1-410-764-7780  
Pauila Wolff | N | 0 |
| 4         | Black Broadcasters Alliance  
711 West 40th St. Suite 330  
Baltimore, Maryland 21211  
Phone: (410) 662-4536  
Url: www.thebba.org  
Email: e-mail@thebba.org  
Fax: (410) 662-0816  
Director of Placement | N | 0 |
| 5         | Community of Hope  
1717 Massachusetts Avenue NW Suite 805  
Washington, District of Columbia 20036  
Phone: 202-407-7750  
Url: http://www.communityofhoodesc.org/  
Email: bsimpson@cohdc.org  
Brittany Simpson | Y | 0 |
| 6         | Connecticut School of Broadcasting  
611 Route 46 West, Suite 102  
Hasbrouck, New Jersey 7642  
Phone: 201-288-7900  
Url: http://www.gocsb.com  
Email: Efierstein@gocsb.com  
Fax: 1-201-288-7901  
Micahel Ryan | Y | 0 |
## II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

<table>
<thead>
<tr>
<th>RS Number</th>
<th>RS Information</th>
<th>Source Entitled to Vacancy Notification? (Yes/No)</th>
<th>No. of Interviewees Referred by RS Over Reporting Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>Elkton Vet Center 103 Chesapeake Blvd Suite A Elkton, Maryland 21921 Phone : 410-392-4485 Url : <a href="http://www.va.gov">http://www.va.gov</a> Email : <a href="mailto:Wendalyn.brown@va.gov">Wendalyn.brown@va.gov</a> Fax : 1-410-392-6381 Wendy Brown</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>8</td>
<td>Emma L. Bowen Foundation for Minority Interests in Media 1299 Pennsylvania Ave 11th Floor Washington, District of Columbia 20004 Phone : (202) 637-4494 Url : <a href="http://www.emmabowenfoundation.com">www.emmabowenfoundation.com</a> Email : <a href="mailto:phylis.eagle-oldson@corporate.ge.com">phylis.eagle-oldson@corporate.ge.com</a> Fax : (202) 637-4495 Phylis Eagle-Oldson</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>10</td>
<td>George Mason University 4400 university Drive – M/S 3 B6 Fairfax, Virginia Phone : 703-993-4021 Url : <a href="http://www.gmu.edu/">http://www.gmu.edu/</a> Email : <a href="mailto:jbarrice@gmu.edu">jbarrice@gmu.edu</a> Fax : 1-703-993-2361 James Barricelli</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>11</td>
<td>George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy</td>
<td>N</td>
<td>0</td>
</tr>
</tbody>
</table>
## II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

<table>
<thead>
<tr>
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<th>Source Entitled to Vacancy Notification? (Yes/No)</th>
<th>No. of Interviewees Referred by RS Over Reporting Period</th>
</tr>
</thead>
</table>
| 12        | Hispanic Committee of Virginia  
5827 Columbia Pike Suite 200  
Falls Church, Virginia 22041  
Phone: 703.671.5666  
Url: http://www.hcva.org  
Email: sclavijo@hcva.org  
Fax: 1-703-671-2325  
Stella Clavijo | N | 0 |
| 13        | Howard University  
525 Bryant Street NW Suite 109  
Washington DC, Washington 20059  
Phone: 202-806-7513  
Url: http://www.howard.edu  
Email: Huocrecruit@gmail.com  
Fax: 1-202-462-4267  
Ladi Sanu | N | 0 |
| 14        | iHeartMedia.jobs  
20880 Stone Oak Pkwy  
San Antonio, Texas 78258  
Phone: 210-253-5126  
Url: http://www.iheartmedia.jobs  
Talent Acquisition Coordinator  
Manual Posting | N | 2 |
| 15        | iHeartMediaCareers.com  
20880 Stone Oak Pkwy  
San Antonio, Texas 78258  
Phone: 210-253-5126  
Url: http://www.iheartmediacareers.com  
Talent Acquisition Coordinator  
Manual Posting | N | 4 |
| 16        | Indeed.com - Not Directly Contacted by SEU | N | 16 |
| 17        | Inside Radio  
Texas  
Phone: 800-640-8852  
Email: genemckay@insideradio.com  
Gene McKay | N | 0 |
| 18        | Internal Posting | N | 2 |
| 19        | Internal Transfer/Promotion | N | 5 |
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<thead>
<tr>
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</tr>
</thead>
</table>
| 20        | International Women's Foundation  
1726 M St. NE  
Washington, District of Columbia 20036  
Phone: 202-496-1992  
Fax: 202-496-1977  
Placement Director | N | 0 |
| 21        | Japanese American Citizens League  
1850 M Street NW Suite 1100  
Washington DC, Washington 20036  
Phone: 202-223-1240  
Url: http://www.jacl.org  
Email: policy@jacl.org  
Fax: 1-202-296-8082  
Career Services | N | 0 |
| 22        | Jewish War Vets of the USA  
1 Ivory Crest Court  
Baltimore, Maryland 21209  
Phone: 410-653-5577  
Url: http://www.jwv.org  
Email: Burtnick@erols.com  
Fax: 1-410-653-2334  
Erwin Burtnick | N | 0 |
| 23        | Job Fair  
c/o Clear Channel 1801 Rockville Pike  
Rockville, Maryland 20852  
Phone: 240-747-2700  
Cristy Sorensen  
Manual Posting | N | 0 |
| 24        | Korean Community Service Center  
7700 Little River Turnpike #406  
Annandale, Virginia 22003  
Phone: 703-354-6345  
Url: http://www.kcsgw.org  
Email: lienhickey@gmail.com  
Fax: 1-703-354-6391  
Lien Hickey | N | 0 |
| 25        | Lehigh University, Center for Journalism  
Coppee Hall 33 Coppee Dr.  
Bethlehem, Pennsylvania 18015  
Phone: 610-758-6198  
Email: rcf2@lehigh.edu  
Fax: 1-610-758-4454  
Jack Lule | N | 0 |
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<thead>
<tr>
<th>RS Number</th>
<th>RS Information</th>
<th>Source Entitled to Vacancy Notification? (Yes/No)</th>
<th>No. of Interviewees Referred by RS Over Reporting Period</th>
</tr>
</thead>
</table>
| 26        | LinkedIn  
c/o Wilson HCG 400 N Ashley Drive #3000  
Tampa, Florida 33602  
Kristine Diamonti  
Manual Posting                                                                                                                                       | N                                                 | 5                                                      |
| 27        | LinkedIn / Word of Mouth                                                                                                                                                                                      | N                                                 | 1                                                      |
| 28        | Montgomery College  
RA 108 51 Mannakee  
Rockville, Maryland 20850  
Phone: 240-567-5062  
Url: http://cms.montgomerycollege.edu  
Email: jeanie.hale@montgomerycollege.edu  
Jeanie Hale                                                                                                                                                                                                 | N                                                 | 0                                                      |
| 29        | NAACP  
8 West 26th Street Careers  
Baltimore, Maryland 21218  
Phone: 410-366-3300  
Email: mba@mbaweb.org  
Fax: 1-410-366-3304  
G.I. Johnson                                                                                                                                                                                                  | N                                                 | 0                                                      |
| 30        | National Association of Black Accountants  
7249-A Hanover Parkway  
Greenbelt, Maryland 20770  
Phone: (301) 474-6222  
Fax: (301) 474-3114  
EEO Officer                                                                                                                                                                                                  | N                                                 | 0                                                      |
| 31        | National Association of Black Journalists  
1100 Knight Hall, Suite 3100  
College Park, Maryland 20742  
Phone: 301-405-0248  
Url: www.najb.org  
Email: sberry@najb.org  
Fax: 1-301-314-1714  
Scott Berry                                                                                                                                                                                                   | N                                                 | 0                                                      |
| 32        | National Association of Black Owned Broadcasters  
1155 Connecticut Ave., NW, Suite 600  
Washington, District of Columbia 20036  
Phone: (202) 463-8970  
Url: www.nabob.org  
Email: info@nabob.org  
Fax: (202) 429-0657  
Director of Placement                                                                                                                                                                                          | N                                                 | 0                                                      |
## II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

<table>
<thead>
<tr>
<th>RS Number</th>
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<th>Source Entitled to Vacancy Notification? (Yes/No)</th>
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</tr>
</thead>
<tbody>
<tr>
<td>33</td>
<td>National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : <a href="mailto:nab@nab.org">nab@nab.org</a> Fax : 1-202-429-5343 Career Services</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>34</td>
<td>National Association of Hispanic Journalists 1000 National Press Building 529 14th St., NW Washington, District of Columbia 20045 Phone : 202-662-7145 Email : <a href="mailto:jobbank@nahj.org">jobbank@nahj.org</a> Fax : 1-202-662-7144 Michelle Vignoli</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>35</td>
<td>National Lesbian and Gay Journalists Association 1420 K Street NW, Suite 910 Washington, District of Columbia 20005 Phone : 202-588-9888 Email : <a href="mailto:bsalkin@nlgja.org">bsalkin@nlgja.org</a> Brian Salkin</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>36</td>
<td>National NAACP 4805 Mt. Hope Drive Baltimore, Maryland 21225 Phone : 410-358-8900 Fax : 410-486-9255 Kweisi Mfume</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>37</td>
<td>Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : <a href="mailto:Maryland@ocawwomen.org">Maryland@ocawwomen.org</a> Fax : 1-301-907-3899 Christina Wong Poy</td>
<td>N</td>
<td>0</td>
</tr>
<tr>
<td>38</td>
<td>RAMP (Radio and Music Pros) Los Angeles, California Kevin Carter Manual Posting</td>
<td>N</td>
<td>0</td>
</tr>
</tbody>
</table>
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<table>
<thead>
<tr>
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<th>Source Entitled to Vacancy Notification? (Yes/No)</th>
<th>No. of Interviewees Referred by RS Over Reporting Period</th>
</tr>
</thead>
</table>
| 39        | Silver Spring Vet Center  
10411 Motor City Dr. 5th Floor  
Bethesda, Maryland 20817  
Phone: 240-395-1428  
Email: Wayne.Miller3@va.gov  
Wayne Miller | N | 0 |
| 40        | Southeast Asian Resource Action Center  
1628 16th Street NW 3rd Floor  
Washington DC, Washington 20009  
Phone: 202-667-4690  
Url: http://www.searac.org  
Email: searac@searac.org  
Fax: 1-202-667-6449  
Fam Sawchao | N | 0 |
| 41        | The Association for Women in Communications, Inc.  
780 Ritchie Highway Suite 28-S  
Severna Park, Maryland 21146  
Phone: 410-544-7442  
Fax: 1-410-544-4640  
Office Manager Office Manger | N | 0 |
| 42        | Towson University Career Center  
7800 York Road Suite 206  
Towson, Maryland 21252  
Phone: 410-704-2233  
Url: http://www.towson.edu/careercenter  
Email: careercenter@towson.edu  
Fax: 1-410-704-4359  
Corey Dunning | N | 0 |
| 43        | United Black Fund  
2500 Martin Luther King Jr. Avenue SE  
Washington DC, Washington 20020  
Url: http://www.ubfinc.org  
Email: UnitedBlackFund@ubfinc.org  
Career Services | Y | 0 |
| 44        | United Planning Organization  
301 Rhoda Island Avenue NW  
Washington DC, Washington 20001  
Phone: 202-238-4600  
Url: http://www.upo.org  
Email: info@upo.org  
Regina Parker | N | 0 |
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<th>Source Entitled to Vacancy Notification? (Yes/No)</th>
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</tr>
</thead>
</table>
| 45         | University of District of Columbia  
4200 Connecticut Ave NW  
Washington DC, Washington 20008  
Phone: 202-274-5800  
Url: http://www.udc.edu  
Email: ljwilliams@udc.edu  
Lydia Williams | N | 0 |
| 46         | Unknown (source not adequately identified upon inquiry by SEU) | N | 5 |
| 47         | Wider Opportunities for Women  
1001 Connecticut Ave NW S-930  
Washington DC, Washington 20036  
Phone: 202-464-1596  
Url: http://www.wowonline.org  
Email: vstaples@wowonline.org  
Fax: 1-202-464-1660  
Vivian Staples | N | 0 |
| 48         | Wilson HCG  
400 N Ashley Drive #3000  
Tampa, Florida 33602  
Phone: 813-600-4303  
Kristine Diamonti  
Manual Posting | N | 6 |
| 49         | Women Empowered Against Violence  
1422 K Street NW  
Washington DC, Washington 20005  
Phone: 202-452-9550  
Url: http://www.weaveincorp.com  
Email: weavedcinfo@gmail.com  
Fax: 1-202-452-8255  
Liz Harens | N | 0 |
| 50         | Word of Mouth Referral | N | 22 |

**TOTAL INTERVIEWS OVER REPORTING PERIOD:** 68
### III. RECRUITMENT INITIATIVES

<table>
<thead>
<tr>
<th>Date</th>
<th>Type of Recruitment Initiative (Menu Selection)</th>
<th>Brief Description Of Activity</th>
<th>No. of Stations Participants</th>
<th>Participant Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/15/2016</td>
<td>Participation in events or programs sponsored by educational institutions</td>
<td>Our SEU participated in Howard University's two-day Media Sales Institute at Howard University in Washington DC on June 15 and 16, 2016. This event gave students knowledge about how to get jobs in the media industry.</td>
<td>4</td>
<td>Sales Manager Sales Manager Sales Manager Sales Manager</td>
</tr>
<tr>
<td>7/1/2016</td>
<td>Participation in events sponsored by community groups</td>
<td>Our SEU gave City of Gaithersburg Sound camp attendees, aprox. 15 middle-school age students a tour of our facilities and learned about careers in broadcasting and media sales.</td>
<td>2</td>
<td>National Promo Coordinator Assistant PD &amp; On Air Host - HOT995</td>
</tr>
<tr>
<td>7/15/2016</td>
<td>Participation in events sponsored by community groups</td>
<td>Our SEU gave a tour of our facilities to a group from Gen Z Events so that they could learn about the possibilities of getting into a broadcasting and media career.</td>
<td>2</td>
<td>Sales Coordinator Executive Assistant</td>
</tr>
<tr>
<td>7/15/2016</td>
<td>Participation in events sponsored by community groups</td>
<td>Our SEU gave another City of Gaithersburg Sound camp attendees, aprox. 15 middle-school age students a tour of our facilities and learned about careers in broadcasting and media sales.</td>
<td>2</td>
<td>Sales Coordinator National Promotions</td>
</tr>
<tr>
<td>10/19/2016</td>
<td>Participation in events or programs sponsored by educational institutions</td>
<td>Our SEU gave a tour of the studios and facilities to 22 Communications students from Montgomery College in Rockville MD. On-air hosts from 4 of our stations gave tours of the studios and spoke to the students about careers in radio.</td>
<td>5</td>
<td>Promotions Coordinator On-Air Host On-Air Host On-Air Host</td>
</tr>
<tr>
<td>10/21/2016</td>
<td>Participation in events or programs sponsored by educational institutions</td>
<td>National Association of Broadcasters Educational Foundation - Our SEU James Robinson will serve on a task force developing the curriculum guide for the NABEF's Media Sales Institute - a diversity initiative to prepare recent graduates seeking entry-level positions in media sales.</td>
<td>1</td>
<td>Sales Manager</td>
</tr>
<tr>
<td>11/1/2016</td>
<td>Establishment of a mentoring program</td>
<td>Our SEU established a mentoring program for Account Executives. Our senior Account Executive mentors assist the mentees (Associate Account Executives) with professional development and skills, including help with sales calls and procedural matters, as well as help with sales events and career guidance. 10 employees participated in the mentoring program.</td>
<td>10</td>
<td>AE AE AE AE AE</td>
</tr>
</tbody>
</table>
## III. RECRUITMENT INITIATIVES

<table>
<thead>
<tr>
<th>Date</th>
<th>Type of Recruitment Initiative (Menu Selection)</th>
<th>Brief Description Of Activity</th>
<th>No. of Stations Participants</th>
<th>Participant Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>11/17/2016</td>
<td>Participation in events or programs sponsored by educational institutions</td>
<td>Our SEU gave a tour to 8th grade students from The Sheridan School. The tour was led by Promotions staff and included tours of the Sales Department, WWDC, WBIG, WIHT and WMZQ studios, and the Southwest SoundStage. The students were also on-air on WMZQ and WIHT.</td>
<td>3</td>
<td>Promotions Staff, WMZQ On Air Personality, WIHT On Air Personality and Assistant Program Director</td>
</tr>
<tr>
<td>12/13/2016</td>
<td>Participation in Job Fairs</td>
<td>The SEU participated in the Washington DC Career Fair at the Double Tree Crystal City in Arlington VA and talked to many young adults about career opportunities in the broadcast media industry.</td>
<td>1</td>
<td>Sales Manager</td>
</tr>
<tr>
<td>3/2/2017</td>
<td>Participation in events or programs sponsored by educational institutions</td>
<td>Our SEU spoke to students at the MarketingEDGE career forum about careers in radio marketing.</td>
<td>2</td>
<td>Account Executive, Associate Account Executive</td>
</tr>
<tr>
<td>3/9/2017</td>
<td>Participation in Job Fairs</td>
<td>Our SEU participated in the Diversity Job Fair in Arlington, Virginia and talked to many young adults about career opportunities in the broadcast media industry.</td>
<td>1</td>
<td>Sales Manager</td>
</tr>
<tr>
<td>3/24/2017</td>
<td>Participation in events or programs sponsored by educational institutions</td>
<td>Our SEU gave a tour of the studios and facilities to 7 14-year-old girls and 3 adults from a Girl Scouts Troop. On-air host from 1 of our stations gave tours of the studios and spoke to the students about careers in radio.</td>
<td>3</td>
<td>National Promotions Coordinator, WMZQ Midday Host Promotions Coordinator</td>
</tr>
</tbody>
</table>